PMExpress

Promotion Tracking Report

Data Date 11/2/94

KIT#02101 CAMB 40DL "5 PK FRE"
START DATE 12/20/94 END DATE 04/01/95

	Allocated	Qty Ordered	% Utilization	Shipped Distributor	Shipped Depot	Shipped Retail	Shipped Other
REGION 1	1,114						
REGION 2	3,289						
REGION 3	4,449						
REGION 4	4,449						
REGION 5	1,694						
NATIONAL	***14,995***						

KIT#02102 CAMB 60DL"5PK FREE"
START DATE 12/20/94 END DATE 04/01/95

REGION 1	77						
REGION 2	242						
REGION 3	330						
REGION 4	330						
REGION 5	121						
NATIONAL	***1,100***						

$80,000

KIT#12401 CAMB UMBRELLA 40 CRT
START DATE 07/18/94 END DATE 11/25/94

REGION 1		1,949		1.4%	14.3%	79.6%	4.7%
REGION 2		3,823			2.1%	93.3%	4.6%
REGION 3		4,544		0.4%	1.5%	94.2%	3.9%
REGION 4		4,669		3.1%	1.4%	91.3%	4.2%
REGION 5		1,360		1.8%	6.8%	89.3%	2.1%
NATIONAL		***16,345***		***1.3%***	***3.6%***	***91.0%***	***4.1%***

KIT#12402 CAMB UMBRELLA 200CRT
START DATE 07/18/94 END DATE 11/25/94

REGION 1		174			21.8%	71.3%	6.9%
REGION 2		378		24.1%		71.2%	4.8%
REGION 3		437			1.4%	96.3%	2.3%
REGION 4		503			6.0%	87.1%	7.0%
REGION 5		547		18.3%	0.4%	78.8%	2.6%
NATIONAL		***2,039***		***9.4%***	***3.7%***	***82.5%***	***4.4%***

KIT#37304 CAMB B2G1F 40DL RETL
START DATE 10/17/94 END DATE 11/25/94

REGION 1	3,460	3,367	97.3%	23.2%		75.6%	1.2%
REGION 2	10,890	8,548	78.5%	14.7%		84.8%	0.5%
REGION 3	14,850	12,884	86.8%	16.0%		82.8%	1.2%
REGION 4	14,850	13,312	89.6%	18.5%		78.3%	3.3%
REGION 5	5,450	4,426	81.2%	6.5%		91.9%	1.6%
NATIONAL	***49,500***	***42,537***	***85.9%***	***16.1%***		***82.2%***	***1.8%***

2040407503

Source: https://www.industrydocuments.ucsf.edu/docs/xxwn0004

PMExpress

Promotion Tracking Report

Data Date 11/2/94

KIT#37305 CAMB B2G1F 40DL MILT
START DATE 10/17/94 END DATE 11/25/94

	Allocated	Qty Ordered	% Utilization	Shipped Distributor	Shipped Depot	Shipped Retail	Shipped Other
REGION 1	102						
REGION 2	102	20	19.6%		100.0%		
REGION 3	104	64	61.5%		23.4%		76.6%
REGION 4	102	102	100.0%		90.2%		9.8%
REGION 5	102	102	100.0%		100.0%		
NATIONAL	***512***	***288***	***56.3%***		***79.5%***		***20.5%***

KIT#37301 CAMB B1G1/2F 30DL
START DATE 10/17/94 END DATE 11/25/94

REGION 1	1,590	1,412	88.8%	11.3%		84.9%	3.8%
REGION 2	4,790	3,260	68.1%	9.4%	0.6%	88.5%	1.5%
REGION 3	6,500	5,392	83.0%	10.9%	0.3%	86.3%	2.5%
REGION 4	6,500	5,532	85.1%	17.1%	1.6%	76.5%	4.8%
REGION 5	2,450	2,121	86.6%	14.7%	4.7%	77.7%	2.9%
NATIONAL	***21,830***	***17,717***	***81.2%***	***13.1%***	***1.3%***	***82.5%***	***3.2%***

KIT#37302 CAMB B1G1/2F 60 DL
START DATE 10/17/94 END DATE 11/25/94

REGION 1	210	201	95.7%	5.0%		92.5%	2.5%
REGION 2	660	551	83.5%	4.7%		94.9%	0.4%
REGION 3	900	740	82.2%	29.2%		68.9%	1.9%
REGION 4	900	698	77.6%	12.3%		82.5%	5.2%
REGION 5	330	228	69.1%	9.6%		88.2%	2.2%
NATIONAL	***3,000***	***2,418***	***80.6%***	***14.9%***		***82.5%***	***2.6%***

KIT#77003 CAMB LIGHTER KIT
START DATE 10/03/94 END DATE 01/15/95

REGION 1	333	231	69.4%			93.9%	6.1%
REGION 2	333	333	100.0%			93.7%	6.3%
REGION 3	333	233	70.0%			99.6%	0.4%
REGION 4	337	213	63.2%	13.6%		74.2%	12.2%
REGION 5	333	252	75.7%	100.0%			
NATIONAL	***1,669***	***1,262***	***75.6%***	***22.3%***		***72.8%***	***4.9%***

KIT#77005 CAMB SUNGLASS KIT
START DATE 10/03/94 END DATE 01/15/95

REGION 2	32	32	100.0%			100.0%	
REGION 3	32	32	100.0%			96.9%	3.1%
REGION 4	32						
REGION 5	33	27	81.8%	100.0%			
NATIONAL	***129***	***91***	***70.5%***	***29.7%***		***69.2%***	***1.1%***

2040407504

Source: https://www.industrydocuments.ucsf.edu/docs/xxwn0004

PMExpress

Promotion Tracking Report

Data Date 11/2/94

	Allocated	Qty Ordered	% Utilization	Shipped Distributor	Shipped Depot	Shipped Retail	Shipped Other
KIT#77064 CAMB STABURST FORCE							
START DATE 10/03/94 END DATE 01/27/95							
REGION 1		433					100.0%
REGION 2		632					100.0%
REGION 3		444					100.0%
REGION 4		631		23.8%			76.2%
REGION 5		400					100.0%
NATIONAL		***2,540***		***5.9%***			***94.1%***
KIT#77007 CAMB 3PK CAP PROMO							
START DATE 10/03/94 END DATE 01/15/95							
REGION 1	61	53	86.9%			84.9%	15.1%
REGION 2	61	61	100.0%			100.0%	
REGION 3	62	51	82.3%			96.1%	3.9%
REGION 4	62	49	79.0%			100.0%	
REGION 5	62	48	77.4%	100.0%			
NATIONAL	***308***	***262***	***85.1%***	***18.3%***		***77.9%***	***3.8%***
KIT#77021 CAMB SP/OFR STARBRST							
START DATE 09/26/94 END DATE 12/30/94							
REGION 1		14				100.0%	
REGION 2		146				4.1%	95.9%
REGION 3		319				17.6%	82.4%
REGION 4		266				26.7%	73.3%
REGION 5		18				61.1%	38.9%
NATIONAL		***763***				***20.7%***	***79.3%***
KIT#77438 CAMB B2G1F SLEEVE KT							
START DATE 10/27/94 END DATE 01/27/95							
REGION 3	16						
REGION 4	5,300	85	1.6%			100.0%	
NATIONAL	***5,316***	***85***	***1.6%***			***100.0%***	

2040407505

Source: https://www.industrydocuments.ucsf.edu/docs/xxwn0004

PMExpress

Promotion Tracking Report

Data Date 11/2/94

	Allocated	Qty Ordered	% Utilization	Shipped Distributor	Shipped Depot	Shipped Retail	Shipped Other
KIT#35001 ALPINE B1G1F 20DL KT							
START DATE 08/22/94 END DATE 11/25/94							
REGION 1	1,675	1,675	100.0%	40.3%		56.4%	3.3%
REGION 2	3,047	2,663	87.4%	29.7%		68.4%	1.8%
REGION 4	3,172	2,791	88.0%	4.5%		91.1%	4.4%
NATIONAL	***7,894***	***7,129***	***90.3%***	***22.3%***		***74.5%***	***3.2%***
KIT#35002 ALPINE B1G1F 12DL KT							
START DATE 08/22/94 END DATE 11/25/94							
REGION 1	500	500	100.0%	100.0%			
REGION 2	2,458	2,355	95.8%	4.5%	0.2%	92.6%	2.7%
REGION 4	3,658	3,405	93.1%	12.6%		83.9%	3.5%
NATIONAL	***6,616***	***6,260***	***94.6%***	***16.5%***	***0.1%***	***80.5%***	***2.9%***
KIT#76983 ALPINE HIPBAG KIT							
START DATE 09/26/94 END DATE 11/25/94							
REGION 2	488	313	64.1%			96.8%	3.2%
NATIONAL	***488***	***313***	***64.1%***			***96.8%***	***3.2%***
KIT#76984 ALPINE BACKPACK KIT							
START DATE 09/26/94 END DATE 11/25/94							
REGION 4	619	526	85.0%	8.0%		80.8%	11.2%
NATIONAL	***619***	***526***	***85.0%***	***8.0%***		***80.8%***	***11.2%***

2040407506

Source: https://www.industrydocuments.ucsf.edu/docs/xxwn0004

PMExpress

Promotion Tracking Report

Data Date 11/2/94

KIT#01303 CAMB B3G1F CRTN KT

START DATE 08/22/94 END DATE 10/28/94

	Allocated	Qty Ordered	% Utilization	Shipped Distributor	Shipped Depot	Shipped Retail	Shipped Other
REGION 1		170		0.6%	10.6%	76.5%	12.4%
REGION 2		413		1.2%	3.4%	91.5%	3.9%
REGION 3		435			7.8%	78.6%	13.6%
REGION 4		488		7.4%	2.5%	84.8%	5.3%
REGION 5		246		13.4%	14.2%	59.8%	12.6%
NATIONAL		***1,752***		***4.3%***	***6.4%***	***80.5%***	***8.7%***

2040407507

Source: https://www.industrydocuments.ucsf.edu/docs/xxwn0004